

How inBuild achieved a 465% increase in seller volume by streamlining their B2B payments offering



Features:	Industry:	Business Type:	Website:
Payment processing, digitization	Finance	Software	www.inbuild.ai

<div>465%</div> <div>increase in seller volume</div>	<div>19.8x</div> <div>increase in payment volume YoY</div>	<div>3.6x</div> <div>average revenue increase each month</div>
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Since September 2022, inBuild has moved directly from offline document processing to seamless online payments, resulting in a 19.8x increase in payment volume since last year and a 3.6x average revenue growth each month.

Background

inBuild was started to give custom home builders and general contractors a secret weapon over the mountains of subcontractor and material invoices that accumulate with every project.

By automatically importing payment documents and analyzing pertinent information with AI and OCR, account payable teams can eliminate the previously tedious steps of reading and entering each invoice. This saves teams precious time and allows them to focus further on data analysis and broader project overview.

Companies currently using inBuild have seen an average savings of \$50,000 and 727 employee hours annually. inBuild gives time and money back to general contractors. This can be used to relieve hard-working employees, take on new projects, and use specialized employees to take on higher-level tasks than simple data input.

The streamlined process with inBuild allows businesses to invest in growth, instead of pouring costs and resources into lengthy and manual processes.

Challenge

inBuild was looking for a payments processing solution that involved minimal development resources and would enable them to go to market quickly.

The solution needed to offer multiple payment options to serve the diverse preferences of the industry.



Solution

With Balance, inBuild integrated direct payments to subcontractors right from the dashboard. Thanks to the fast implementation process, inBuild was able to go live in just over 60 days, accelerating time to value and going to market with a solution that involved minimal development resources.

“Balance has been an excellent partner thus far. Their solution was developed into our system seamlessly and the payment processing they offer is superior to that of other companies. I would highly recommend Balance as a payment provider.”

/ Ian Sharp



Results

With Balance, inBuild has seamlessly transitioned from offline document processing to a streamlined online payments system. This shift has not only allowed customers to avoid missed or delayed invoices but has also empowered inBuild to refine their payment flow and attract more clients to their electronic payments process. The simplicity and immense value provided to their users have been key drivers of their success. As a result, inBuild has witnessed significant improvements since implementing Balance:

19.8x increase in payment volume from previous year

3.6x month over month average revenue growth

465% increase in seller volume from previous year

Thanks to Balance, inBuild's custom home builders and general contractors can now prioritize what they do best—delivering exceptional construction services—without the added concern of making quick and secure payments.

Additionally, by reducing the time spent on tasks like cutting checks and managing paper invoices, the partnership between Balance and inBuild creates room for growth. With fewer administrative burdens, inBuild's merchants in the construction industry can allocate more time and resources towards expanding their businesses and achieving true scalability.

Learn more

Learn more how Balance's integrated B2B payment platform enhances the user experience for business buyers, and converts more sales as a result.

Ready to take your B2B payments to new heights? [Speak to an expert today.](#)